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United States Department of Agriculture,

OFFICE OF MARKETS AND RURAL ORGANIZATION.

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RESULTS OF A SURVEY OF STATE MARKETING ACTIVITIES THROUGHOUT THE UNITED STATES.

The Office of Markets and Rural Organization of the Department of Agriculture is constantly receiving inquiries from various sources for information concerning State marketing activities throughout the United States. Recently a detailed questionnaire was sent to representative officials in every State in order to secure reliable data on this subject. The information thus obtained has been compiled in the following outline for ready reference, and shows what States have established official marketing departments, the name of the agency charged with this work, the nature and scope of the work being done, both by such specially created departments and by the extension divisions in the several States which, as is well known, are financed jointly by the National and State Governments and are directed jointly by the States Relations Service of the United States Department of Agriculture and State agricultural colleges. It must be borne in mind that marketing work in the various States is developing constantly and that the information given below represents the present status only.

Alabama:

Marketing work is conducted by the Immigration and Markets Bureau, under the direction of Emmet A. Jones, Chief, who is responsible to the Commissioner of Agriculture and Industries. The headquarters of the bureau are at Montgomery. The work was begun on March 5, 1915, under authorization of "the produce law of Alabama." No specific appropriation is made. The bureau cooperates with the State agricultural college, the demonstration agents, railroads, cooperative associations, and individuals. The principal work consists in placing growers in touch with profitable markets.

The Division of Extension Work, under the leadership of J. F. Duggar, Alabama Polytechnic Institute, Auburn, is engaged in some marketing and organization work of an educational nature.

Arizona:

There is no official State marketing department.¹

¹ By "official State marketing department" is meant an organization other than the extension service, created by legislative act and specifically charged with carrying out regulatory or investigational work in the marketing of farm products.

The Agricultural Extension Service of the University of Arizona, College of Agriculture, under the direction of Stanley F. Morse, acts as a clearing house for marketing information, and is organizing the farmers with a view to having those organizations eventually undertake active marketing operations.

Arkansas:

No official State marketing department has been established.

The Extension Service of the College of Agriculture of the University of Arkansas is doing marketing work in cooperation with the Office of Markets and Rural Organization, United States Department of Agriculture. Lawrence Foot, a joint employee of the Office of Markets and Rural Organization and the university, is the agent in charge, with headquarters at Little Rock. He instructs managers of ice plants concerning the killing and curing of meat in certain seasons of the year.

California:

Official marketing work is being undertaken by the State Commission Market, 606 Underwood Building, San Francisco. Harris Weinstock is State Market Director and is responsible to the Governor. Work was begun in November, 1915, under the authorization of chapter 713, assembly bill No. 318, with an appropriation of \$25,000. Particular attention has been given to plans for financing and otherwise aiding the growers and their organizations in the marketing of the dried fruit and citrus crops. At a later date the State Commission Market expects to sell farm products, locally and elsewhere, for the growers on a commission basis.

Colorado:

There is no official State marketing department at the present time, but it is expected that the Extension Service of the State Agricultural College, under the supervision of H. T. French, Director of Extension, will undertake this work at an early date.

Connecticut:

No official State marketing department has been organized.

Some of the farmers' organizations throughout the State are requesting help from the county agents in cooperative buying and marketing.

Delaware:

There is no official State marketing department.

A committee of the board of trustees and the faculty of Delaware College has been appointed to formulate a State marketing policy to be presented at the next general assembly.

Georgia:

The State Department of Agriculture employed a market agent, but abandoned the project in about six months.

The Georgia State College of Agriculture has been carrying on certain investigational work in marketing of poultry and eggs, and it is probable that the Extension Department of the college will take up marketing work of an educational nature in the near future.

Idaho:

The State Department of Farm Markets, with headquarters at the statehouse, Boise, is the official marketing organization. W. G. Scholtz, director, is responsible to the governor and the legislature. Work was begun in 1916 under authorization of chapter 71, General Laws, thirteenth session, which provides an annual appropriation of \$10,000. The department is independent and

divorced from every other department or institution in the State. The main lines of work carried on are: (a) To promote the economical and efficient production and distribution of all farm products and to aid in whatever way may be consistent or necessary in accomplishing the reduction of waste in marketing; (b) to maintain a market news service and act as a clearing house between producer and consumer; (c) to protect homeseekers from unscrupulous promoters; (d) to act as a free employment bureau for farm help; (e) to act as a sort of sales agent for farm property upon the payment of a nominal fee and a commission of 1 per cent.

Indiana:

No official State marketing department has been established.

Some marketing work is being carried on, however, by the Department of Agricultural Extension of Purdue University, Lafayette, under the direction of G. I. Christie, Superintendent of Agricultural Extension.

Iowa:

There is no official State marketing department.

The Agricultural Extension Department of the State College of Agriculture has helped to establish fruit growers' and truck growers' exchanges and other associations, which are practically marketing organizations.

Kansas:

No official State marketing department has been organized.

Edward C. Johnson, Dean of the Division of College Extension of the State Agricultural College, in cooperation with the farm bureaus and county agents, is locating markets for the sale of the excess of hay, apples, pure-bred stock, and seeds owned by farm-bureau members. Greater stress will be laid on organization work among farmers in the near future.

Kentucky:

Senate bill No. 345, passed during the recent session of the State legislature, contains the following clause: "The University of Kentucky shall establish in connection with its agricultural extension work a cooperative bureau for fostering marketing." The act does not go into further detail regarding the work of the bureau.

Some marketing work, mainly along the line of cooperative organization among growers, is now being carried on by the Agricultural Extension Division under the direction of Fred Mutchler, Superintendent of Agricultural Extension, with headquarters at the experiment station, Lexington.

Louisiana:

At present there is no official State marketing department. There is a possibility, however, that the question of a "Division of State Marketing" will be considered by the legislature in May.

Marketing work is engaged in by the State College of Agriculture under W. R. Dodson, Director of the Agricultural Experiment Station, Baton Rouge. G. L. Tiebout is carrying on demonstrations in the production and marketing of cauliflower and Brussels sprouts. Turner Wright, Field Assistant in Market Investigations, is a joint employee of the Office of Markets and Rural Organization, United States Department of Agriculture, the Extension Division of the Louisiana State University, and the Committee on Live-stock Investigations in Cane-sugar and Cotton Districts, and is specializing in the marketing of live stock and meats.

Maine:

There is a Bureau of Markets and Supplies in the Department of Agriculture at Augusta under the supervision of W. P. Guptill, Commissioner of Agriculture.

Maryland:

No official State marketing department has been established. The Extension Department of the Maryland Agricultural College, College Park, is doing cooperative organization work among producers under the direction of Frank C. Bomberger and C. S. Richardson.

Massachusetts:

There is no official State marketing department, but a bill providing for the establishment of one is now in the hands of a committee of the State legislature.

Wilfrid Wheeler, Secretary of the State Board of Agriculture, is working under a State law (ch. 119, General Acts of 1915) which requires that all cities and towns having a population of 10,000 or more provide and maintain public market places to be used by farmers and other persons.

Marketing and cooperative organization work among producers is being carried on by the Department of Agricultural Economics and the Extension Service of the Agricultural College, Amherst, under the leadership of Alexander E. Cance; the county farm bureaus, county agricultural schools, State Board of Agriculture, and United States Department of Agriculture cooperating.

Michigan:

The Department of Markets has been organized recently with headquarters at East Lansing. James N. McBride, Market Director, is responsible to the Director of Extension. Work was begun November 20, 1915, under authorization contained in act No. 91, Public Acts of 1915. Appropriations are made by the State Board of Agriculture as needed. The department is to cooperate officially with the State Board of Agriculture and the United States Department of Agriculture, and to carry on investigations for the improvement of the marketing conditions for Michigan products.

Minnesota:

Marketing investigations are conducted by the Department of Agriculture of the University of Minnesota, University Farm, St. Paul. E. Dana Durand, Chief, Division of Research in Agricultural Economics, is the leader in charge, and is responsible to the Dean and Director of the Department of Agriculture. The work was begun in 1913 under authorization of chapter 386, State Laws of 1913, and chapter 440, State Laws of 1909. Allotment for this work is included in appropriations for the Department of Agriculture of the University of Minnesota. The costs of marketing different classes of products and the methods of cooperative marketing are being studied. Regular annual reports are required from the various cooperative associations.

Mississippi:

There is no official State marketing department.

T. J. Brooks, Professor of Markets and Rural Economics, Agricultural and Mechanical College, is in charge of the Department of Markets of the Agricultural and Mechanical College. The work was started in December, 1915. Marketing and rural organization work in cooperation with the district and county demonstration agents is being carried on. Effort is being made to place growers in touch with profitable markets by furnishing them names of possible buyers.

Nebraska:

No official State marketing department has been organized.

The University of Nebraska, through H. C. Filley, Professor of Farm Management, is promoting cooperative marketing and distribution.

New Hampshire:

There is no official State marketing department.

The Extension Service of the New Hampshire College of Agriculture encourages cooperative marketing so far as possible.

New Jersey:

A recent bill passed by the State legislature establishes a Bureau of Lands, Crops, and Markets in the State Department of Agriculture. However, it does not outline in detail the duties of the bureau.

New York:

The State Department of Foods and Markets, located at 204 Franklin street, New York City, in charge of John J. Dillon, Commissioner, who is responsible to the State, began State marketing work in January, 1915, under authorization of chapter 245, Laws of 1914. There was an appropriation of \$15,000. The department cooperates officially with the State Department of Agriculture, the State Agricultural College, the county farm bureaus, the granges and cooperative associations, and the United States Department of Agriculture. The plan of work is to investigate the cost of food production and marketing in all its phases; to conduct and supervise auction markets; to investigate complaints and transportation delays; to establish markets, general and local, and to encourage cooperative association work. So far, efforts have been centered, to a great extent, on selling New York State fruit at auction, both in New York City and in the orchards throughout the State.

North Carolina:

The State marketing work is done by the Division of Markets and Rural Cooperation, West Raleigh. William R. Camp, Chief, Division of Markets, is in charge and is responsible to B. W. Kilgore, Director of the North Carolina Agricultural Experiment Station, West Raleigh. Work was begun in September, 1913, under authorization of a resolution of the Board of Agriculture placing the division under a "joint committee." Chapters 115, 144, and 175 of the public laws of 1915 legally established the division and provided an appropriation of \$11,000. The division cooperates officially with the Agricultural Experiment Station and Extension Service of the State Agricultural and Mechanical College, the State Department of Agriculture, and the Office of Markets and Rural Organization, United States Department of Agriculture. The work includes investigations of the present methods of distributing farm products; the publication of lists of farm products for sale; of partial lists of receivers and dealers in farm products; of weekly price reports; of circulars and of quarterly market bulletins. Cooperative organizations are promoted and supervised, and the proper grading of cotton demonstrated.

North Dakota:

No official State marketing department has been established.

The organization of cooperative enterprises for marketing, etc., is encouraged by the Department of Agricultural Extension of the State Agricultural College, under the direction of Thomas Cooper.

Ohio:

There is no official State marketing department in this State.

The Ohio State University is making a beginning in investigating market conditions in the State. This work may lead to the organization of a State marketing bureau.

Oklahoma:

No official State marketing department has been established, but legislation providing for one is being urged.

Oregon:

The official State marketing agency is the Bureau of Organization and Markets, with headquarters at Corvallis. Hector Macpherson is Director and is a joint employee of the Office of Markets and Rural Organization, United States Department of Agriculture, and of the Extension Service of the Oregon Agricultural College. The bureau was established on October 9, 1914, under the authorization contained in chapter 110 of the General Laws of Oregon for 1913, and chapter 226 of the General Laws of Oregon for 1915. General investigations relative to the marketing of agricultural products in Oregon are made. The bureau cooperates officially with the Oregon State Grange, the Farmers' Educational and Cooperative Union, the State Corporation Commissioner's Office, and the State Banking Commissioner's Office.

South Carolina:

The Bureau of Marketing of the Department of Agriculture, Commerce, and Industries, Columbia, is doing State marketing work under the direction of E. J. Watson, Commissioner. The work was begun under the general authorization of the State Department of Agriculture. The bureau acts as a sort of clearing house for information concerning farm products, stock, etc., and issues periodicals and bulletins.

Fred W. Hofmann, Market Agent of South Carolina, located at Clemson College, is a joint employee of the Office of Markets and Rural Organization of the United States Department of Agriculture and the Extension Division of Clemson College, being immediately responsible to W. W. Long, Director of Extension. The work was initiated on July 1, 1915. Market prices and practices are published and misunderstandings in cooperative associations are adjusted. Better standardization and grading of farm products are demonstrated and an effort is made to aid in establishing connections with reliable members of the fruit and produce trade.

Tennessee:

In September, 1915, the Division of Agricultural Extension of the University of Tennessee, Knoxville, in cooperation with the Office of Markets and Rural Organization, United States Department of Agriculture, employed William A. Schoenfeld, Specialist in Marketing and Rural Organization, to carry on investigational and educational work in the marketing of farm products and in rural organization.

Texas:

The State Warehouse and Market Department, Capitol Building, Austin, is in charge of F. C. Weinert and Peter Radford, Managers, assisted by 15 lecturers. Work was begun in September, 1915, under the authorization contained in the "warehouse and marketing law," house bill No. 4, passed by the second session of the thirty-third legislature, with an appropriation of \$66,000. The department cooperates officially with the State Agricultural Department, the Cooperative Extension Department of the Agricultural College, the farmers' union organizations, and the boards of trade. The principal activities are the promotion of cooperative warehousing and marketing of farm products to the best advantage of the producer.

The Extension Service of the Agricultural and Mechanical College, College Station, under the leadership of H. M. Elliot, Advisor in Rural Economics, with four assistants, is working with producers' organizations. Approximately \$7,350 has been appropriated for the salaries and expenses of these workers.

Vermont:

The State Department of Agriculture, with headquarters at St. Albans, directed by E. S. Brigham, Commissioner, in cooperation with the Office of Markets and Rural Organization, United States Department of Agriculture, provides funds for an investigator, Mogens R. Tolstrup, to conduct investigations and disseminate information relative to the problems connected with the marketing and distribution of dairy and other agricultural products, including seed potatoes, maple sugar, hay, live stock, and apples, in the State. The work was begun in January, 1915, under the authority contained in section 7, Acts of 1908, of the State of Vermont.

Virginia:

A bill passed by the general assembly on March 20, 1916, established a Division of Markets for Agricultural Products within the Department of Agriculture and Immigration, for the purpose of promoting the economical handling, packing, storage, distribution, and sale of agricultural products in the State.

West Virginia:

The Division of Markets, with headquarters at Kingwood, directed by Carleton C. Pierce, Chief, who is responsible to the State Commissioner of Agriculture, is undertaking State marketing work. The work was begun in January, 1915. Standardization in the packing of fruits is encouraged, the State's products are advertised, and information relative to market conditions is disseminated.

Wisconsin:

No official State marketing department has been established.

The Department of Agricultural Economics of the University of Wisconsin, under the direction of H. C. Taylor, has conducted, since 1910, considerable investigational work on the marketing of cheese, butter, city milk, and potatoes.

Wyoming:

There is no official State marketing department.

The promotion of cooperative organizations among producers is undertaken by the county agents and the extension workers of the University of Wyoming.

The inquiry recently made by the Office of Markets and Rural Organization fails to reveal any official State marketing department or State marketing activities of any kind in the following States:

Florida.	Montana.	Utah.	South Dakota.
Illinois.	Nevada.	Pennsylvania.	Washington.
Missouri.	New Mexico.	Rhode Island.	

